

Message Text

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PAGE 01 JIDDA 01475 231531Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----231721 012969 /45

R 231259Z FEB 77
FM AMEMBASSY JIDDA
TO USDOC WASHDC
AMEMBASSY KUWAIT
SECSTATE WASHDC 7386
USIA WASHDC
USINT BAGHDAD

UNCLAS JIDDA 1475

FOR OIM/TYRRELL FROM RUAN

E.O. 11652: N/A
TAGS: BEXP, OTRA, KU
SUBJ: FEB 77 EDP TECH SEMINAR: KUWAIT WRAP-UP

1. TARDY DIB 411P FORM FOR IRAQ RESULTS ONLY IN
INCREASE OF 500,000 DOLLARS IN PROJECTED 12-MONTH
SALES.

2. DIB 411P FORMS SUBMITTED BY SUBJECT TEAM MEMBER
FIRMS EXCEPT DATA GENERAL FOR KUWAIT SHOW IMMEDIATE SALES
OF 250,000 DOLLARS. PROJECTED 12-MONTH SALES RANGE FROM
5.3 TO 9.6 MILLION, AGAIN AS IN IRAQ LED BY HONEYWELL
WITH 2.5 TO FIVE MILLION OF THE TOTALS.

3. SECOND SEMINAR SESSION 20 FEB RESULTED IN
ATTENDANCE DROP TO 50 REGISTERED GUESTS. TEAM MEMBERS
ALL EXPRESSED SATISFACTION WITH KUWAIT VISIT,
ESPECIALLY WITH EMBASSY ASSISTANCE IN APPOINT-
MENTS. THIS WAS IN CONTRAST WITH SEVERAL
NEGATIVE COMMENTS INCLUDED IN DIB FORMS, BUT
NOTE THAT RUAN HAS EMPHASIZED TO TEAM TO LIST
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ALL SUCH CRITICISMS FOR SAKE OF IMPROVING FUTURE
SEMINARS.

4. SPECIAL THANKS GO TO COMOFFS MICHAUD AND
ATCHESON, AND FSL DAJANI FOR RISING WELL BEFORE
DAWN TO SEE TEAM OFF VIA VIP LOUNGE AT AIRPORT,
AND TO ECONOFF BUCK FOR TRANSPORTING RUAN AND

HONEYWELL UNIT FOR 20 FEB LATE NIGHT BUSINESS
DINNER WITH LEADING KUWAITI FIRM REPS. MEMBERS
HAVE ASKED RUAN TO AGAIN CONVEY GRATITUDE TO
CHARGE SUTHERLAND FOR HIS ABUNDANT HOSPITALITY.

5. EMBASSY KUWAIT WILL PREPARE WRAP-UP CABLE
WITH FURTHER DETAILS.
PORTER

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NNN

Message Attributes

Automatic Decaptioning: X
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Channel Indicators: n/a
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Sent Date: 23-Feb-1977 12:00:00 am
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Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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From: JIDDA
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Original Classification: UNCLASSIFIED
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Review Release Date: n/a
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Review Withdrawn Fields: n/a
SAS ID: 3255276
Secure: OPEN
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TAGS: BEXP, OTRA, KU
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